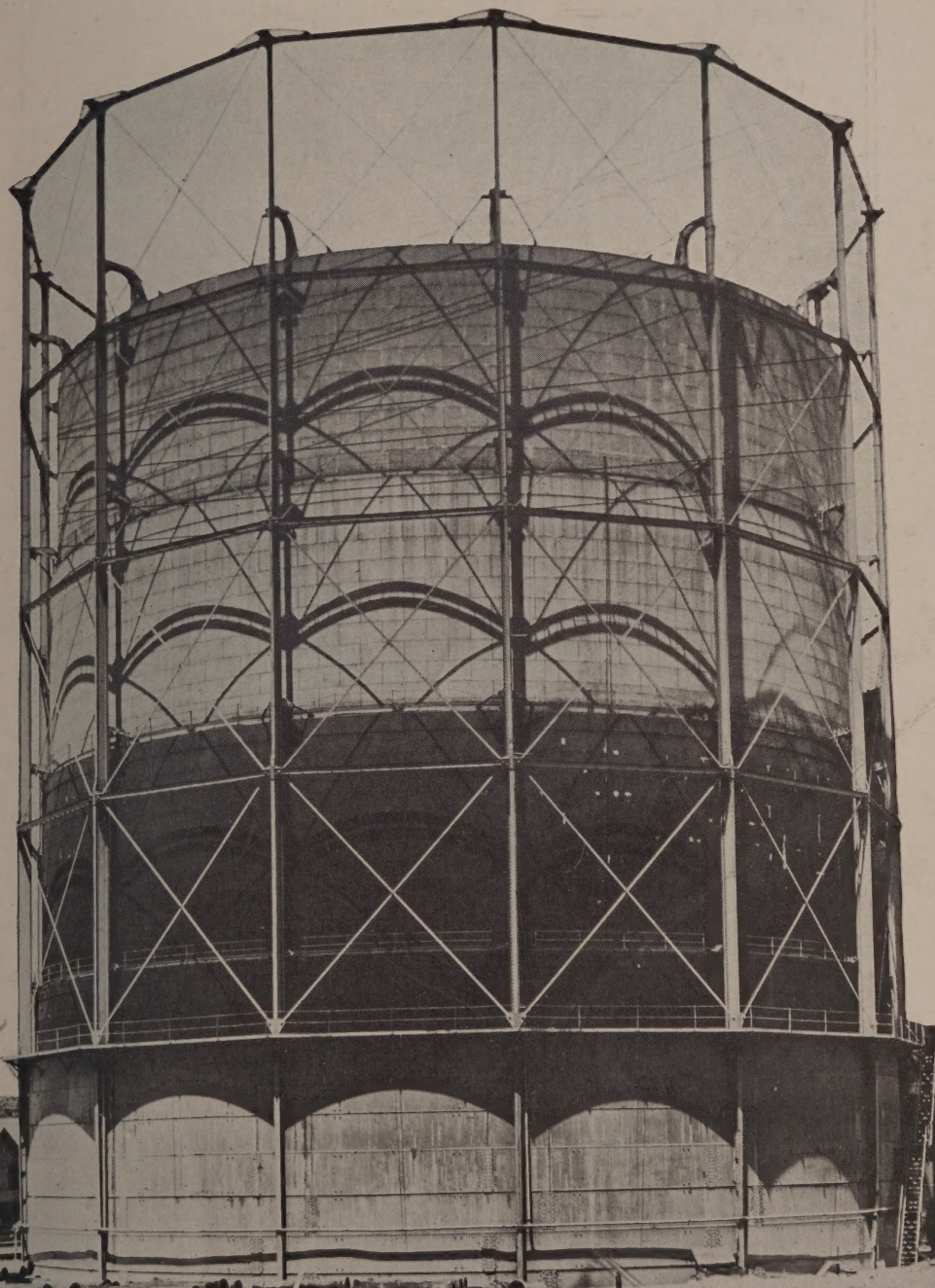


George E. Tuel.

TENNEY SERVICE

SEPTEMBER — 1916



2,000,000 FOOT GASOMETER
MALDEN & MELROSE GAS LIGHT CO.

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TENNEY SERVICE

Vol. III Boston, Mass., September, 1916 No. 9

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TWO SALEM MEN HAVE UNIQUE SERVICE RECORDS

(From the Salem News.)

S. Fred Smith and Robert P. Butterick Today Round Out Quarter Century as Managers of Public Service Corporations, the Salem Electric Lighting Co., and the Salem Branch of the N. E. T. & T. Co. Respectively; Rapid Strides Forward Have Marked Regime of Both Men.

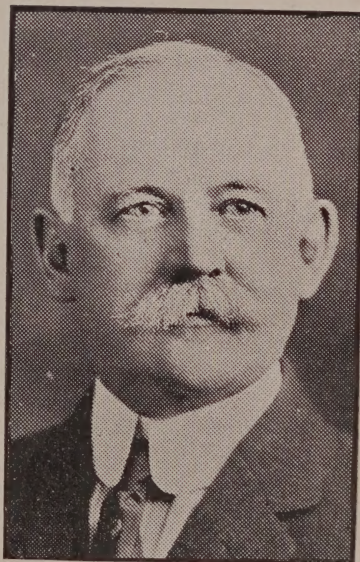
THE unique distinction of having served two public service corporations for a continuous period of twenty-five years as manager, belongs to S. Fred Smith and Robert P. Butterick. The former has been manager of the Salem Electric Lighting Co. since August 15, 1891, and the latter has been head of the Salem office of the telephone company since the same day.

Perhaps the most unique feature of the double anniversary event is the fact that for some years before taking his position as manager of the lighting company, Mr. Smith had been manager of the Salem office of the telephone company. And it was upon his recommendation that Mr. Butterick was promoted from an inspector to head of the office.

That two men should continue to hold their positions with business corporations, which have made such rapid strides in the last quarter of a century as have the telephone and electric light concerns, certainly speaks volumes for the ability of the men in question. That they may continue in their places for years to come is the wish of the many business acquaintances of Messrs. Smith and Butterick.

A few days ago, Mr. Butterick reminded Mr. Smith of the fact that he would soon observe his

twenty-fifth anniversary. Naturally, this brought to mind the fact that Mr. Smith would also observe such an anniversary. It was the wish of both that they might observe the anniversary together, but previous vacation arrangements made this impossible, so they will observe it later.



S. FRED SMITH

The relations of Messrs. Smith and Butterick have ever been of a most friendly nature, each taking a kindly interest in the other's

welfare and success. Both are prominent in the Chamber of Commerce.

S. Fred Smith, a Boston boy, entered the employ of the Boston & Northern Telephone Co. as a bookkeeper, March 7, 1881. This corporation was the predecessor of the New England Telephone & Telegraph Co. Its switch board room was on the top floor in the Northey building, which is now represented by that part of the Webber Co's. store at the corner of Washington and Essex Streets. The business office in which Mr. Smith worked was in the Peck building, which forms the western part of the Webber store.

The telephone business, during the ten years Mr. Smith was engaged in it was in the formative period, methods, material and help all being crude compared to the equipment of today. After some two or three years as bookkeeper, Mr. Smith was advanced to the position of manager and held this office until he left the company to go with the Salem Electric Lighting Co. as manager.

When Mr. Smith first engaged in the telephone business there were but three or four operators and about 150 users of the 'phone in Salem. There were only one or two lines to Boston. Every customer of the company was known by name by the operators and calls were given and made in this manner, no numbers being used. Numbering came later. As manager in Salem, Mr. Smith was superintendent of the whole North shore district, there being small offices in Peabody, Beverly and other towns and cities to the north and east.

Arthur S. Temple, nephew of the late James F. Almy, was manager of the Salem telephone office

previous to Mr. Smith, and it is peculiar that Mr. Smith succeeded Mr. Temple as manager for the lighting company in 1891. Some years previous to going with the lighting concern, Mr. Smith was made a director of that company, to succeed the late William G. Webber, and upon the occasion of Mr. Temple's retirement from the office of manager, Mr. Smith was elected to succeed him and he has held the office from that day until now.

The Peabody street power station had been built but about two years when Mr. Smith came on the scene as manager for the lighting company. At that time the aggregate horse power of the company's dynamos was only 850. There were two or three incandescent machines, the largest of which was of 2000-lamp capacity. The officers of the company were, in 1891: President, Charles H. Price; treasurer, Henry M. Batchelder; directors, Mr. Price, James F. Almy, Z. A. Gallup, B. W. Currier, I. P. Harris, George M. Harris and Mr. Smith. The majority of this board have since passed on. In the early '90's the capital stock of the company was \$10,000, now it is \$495,000.

In 1891 the office of the lighting concern was on the second floor of the power station on Peabody street, as it was before any additions had been made to it. A few years later this department of the business was removed to Holyoke building, over what is now the quarters of the Salem Safe Deposit & Trust Co. And there the office was maintained until the company built its office building on Lafayette street some twelve years ago. This was burned down in the fire, since which time the Salem

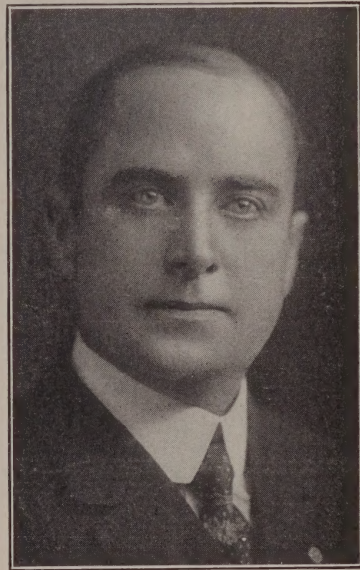
Electric Lighting Co. has had its offices in the Colonial house which stood on the site of the new Masonic temple, and in the present location in the Hawthorne block, near the B. & M. station.

Starting with the telephone company in its infancy, the same can be said of Mr. Smith's connection with the Salem Electric Lighting Co. In the early '90's there were all told, only about 3000 incandescent lamps in the city and the furnishing power for the manufacturing purposes was almost a novelty. In 1895, the street lighting system complete included but 180 arcs and 606 incandescents. The new lighting contract calls for 50 magnetite arcs for the business section, 104 incandescents and 400-candle power, 240 and 250-candle power and 825 of the 60-candle power variety, or a total of nearly 1200 lights.

While the use of electricity in homes has increased in leaps and bounds, it is in the industrial field that the use of electricity has made its greatest advances. When Mr. Smith first associated himself with the lighting company, users of electrical power constituted a mere handful, while now some 450 concerns use electricity from the station for both light and power. The use of electrical power by the Naumkeag Steam Cotton Co. made necessary the additions to the power plant which Salemites have noted since the fire. The Naumkeag contract is one of the largest of its kind in New England.

The amount of money invested by the Tenney company (of which the Salem Electric Lighting Co. is a subsidiary) since the fire is not realized by Salemites. All told, with improvements that have been made and those in sight something

like \$1,000,000 will have been expended in Salem in a period of two and one-half years. All of which means some thousands of dollars more in taxes to the city of Salem. Improvements made and under way will result in the local power station taking rank among the largest and best equipped in New England.



GEORGE E. TEELE, OFFICE-MANAGER, WHO WITH MR. SMITH HAS COMPLETED 25 YEARS SERVICE WITH THE SALEM ELECTRIC LIGHTING CO.

Only recently an addition which allowed of doubling the amount of apparatus was completed. A 6250-K. W., 2300-volt turbine has been installed in one section of the addition and another similar generator is to be installed within the next few months. At the present time a contracting concern is at work upon an intake tunnel, well and well-house for the condensing apparatus. The intake and well

will be of reinforced concrete construction and will cost some \$25,000. By means of this new arrangement sea water can be taken in from the very bottom of the South river, thus ensuring plenty of cool water to work in conjunction with the generators and make for their greater efficiency.

An air washing machine, to be used in connection with the generators, has also recently been installed. This is the latest and best improvement of its kind and acts as a sort of temperature regulator for the generators, providing properly cooled and refined air. When the preliminary work is completed a No. 19 Westinghouse Leblanc condenser will be installed in the well house at the end of the intake line. This apparatus cost some \$10,000 and is but a small part of the amount which has been expended for equipment by the Tenney service in an effort to give Salemites the best there is in the electrical field.

What most people would consider a considerable fortune has been sunk in the ground by the Salem Electric Lighting Co. in placing its wires underground. This work will have cost several hundred thousands of dollars when what is now planned is completed. This includes conduits to the transmission line station on Highland avenue. And when this line is completed Salem and Malden stations will be connected in such a way that either one may aid the other in supplying current. Another item of expense is the installation of the new street lighting system—no small item in itself.

R. P. Butterick, of the local telephone exchange, today reached the quarter century mark as manager. He says that August 15, 1891, the subscribers served at the Salem

office numbered 490, and 60 at Peabody. Beverly, Beverly Farms, Danvers, Marblehead, Hamilton, Ipswich and Topsfield were without central offices, all being served from Salem and Peabody.

The subscribers of that time had instruments of the old-fashioned type, equipped with a crank and push button, so that the subscriber had to use both hands to ring central when a call was to be made.

Each telephone also had a local battery to send the voice over the wire. Thanks to the skill of the telephone engineers of today, one has only to raise the receiver from the hook and the signals at the central office are operated automatically. The batteries for sending the voice as well as for signalling are located in the central office. They are huge storage batteries, and serve all subscribers' needs, being something like the reservoir of a modern water system.

So there is no such thing today as weak batteries. In the early days, a subscriber's service was more or less uneven. When the batteries were new, transmission was at its best. As the batteries grew older, it became poor. Like most small cities, Salem's lines were built quite largely over house tops, the wires being attached to roofs, chimneys or any other support.

Subscribers' lines were almost wholly what was known as grounded lines, i. e., a single wire, using the earth to complete the circuit. Today, every telephone line consists of two wires from the central office to the subscriber's station. There are many people in Salem who will remember the big poles that lined the easterly side of the tunnel on Washington street with six or eight long cross-arms, each

carrying 14 wires to the mammoth roof structure of the Northey building. At that time there were no wires underground and there was but one overhead cable in use, that was between the central office and the northern end of the Boston & Maine tunnel.

The sleet storm of January 31, 1898, is remembered for its severity. Only 34 subscribers in the Salem office could use their telephones, and not a single city or town could be reached. Poles and wires were down in every direction. Realizing the danger to life and property, Manager Butterick persuaded Mayor Waters to order the electric light and street railway companies not to turn on their current until the mayor authorized them to do so.

The telephone company commenced placing wires underground in Salem in 1892, and was the first public service corporation to put its wires underground in the city. The art of making cables, as well as all other apparatus, has steadily progressed, so that today almost every city and town has an extensive underground plant. There are, in Salem alone, 82 miles of duct, and approximately 11,200 miles of wire underground.

Calls to Boston today cost 10 cents, and are completed almost as quickly as local calls, whereas, in the early days, a call to Boston cost 25 cents and frequently delayed in completion 30 to 45 minutes, partly due to the lack of circuits, and partly to the fact that there were few engineers to study traffic needs, such as central office equipment, tool lines, methods of operations, etc.

It is interesting to know the number of toll lines maintained at the present time between central

offices. Mention is made by way of illustrating a few places:

Salem to Beverly.....	51
Salem to Lynn.....	145
Salem to Peabody.....	34
Salem to Danvers.....	33
Salem to Marblehead.....	38

Other offices are supplied in like proportion to the extent of their needs. In fact, the number of lines between offices is sufficient so that reports of "line busy" generally mean the subscriber's line, and not the toll line, for which the company is responsible.

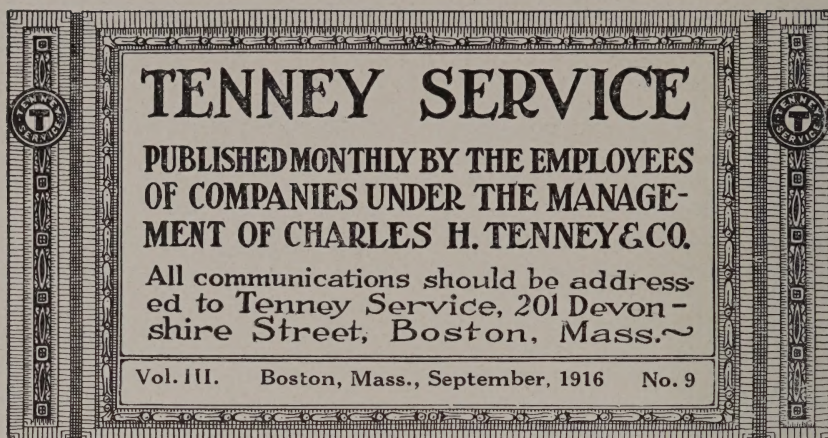
In 1891, to serve the 550 subscribers in Salem and Peabody, there were twelve employes, the manager, three repair men, two night operators and six day operators. The number of subscribers has increased wonderfully, as will be seen from the following, which represents the business today:

Salem.....	3920
Beverly.....	427
Peabody.....	1263
Danvers.....	1142
Marblehead.....	1075
Hamilton.....	414
Ipswich.....	512
Topsfield.....	171

Two hundred and sixty-five employes are busily trying to render the public in the above places a service that is prompt and efficient.

In 1900, the Salem central office was transferred from the Northey building to the company building on Norman street, and thereby enjoys the distinction of being one of the earliest central offices equipped with the present up-to-date system, known as the common battery.

The building has been enlarged several times to keep pace with the needs of the public, also to permit of changes in the central office apparatus, for it has always been the policy of the New England Co. to keep its systems up-to-date.



EDITORIALS

LEVIN J. CHASE, *Contributing Editor*

UNIVERSAL MILITARY SERVICE

A GREAT deal may be said in favor of universal military service. Such service would undoubtedly improve the physical manhood of the country and thus lay the foundation for greater national prosperity and more complete human happiness.

Some great man has said that the first condition of national prosperity was to be a nation of healthy animals. This statement rings true because it is generally admitted that fine physical qualities tend to develop not only stronger minds but better morals.

Consequently, it should be the deliberate purpose of both parents and the government to give the youth of the country in their formative years, healthy stomachs, strong muscles, sound lungs, eyes that see straight and heads that think straight.

We have every reason to believe that, under restrictions and safeguards, universal military training would contribute very largely toward the accomplishment of this most desirable result.

A LESSON OF THE WAR

The fighting quality of the Russian soldier in the present war has astonished the world. The Japs handled the Muscovite hordes with

ease but today, a well-equipped Russian army, under competent leadership, will fight fiercely and well. Even in defeat and retreat the Russian morale has been preserved.

Last year Russia was driven back to her last line of trenches but this summer she has come back immensely strengthened and splendidly equipped. Her drive against the Austrian front has been uniformly successful and constitutes one of the great triumphs of the war.

What is the underlying cause of the marvelous change which has come about in this land of the Slav? What makes the difference between the indifferent, ineffective soldiers whom Japan defeated ten years ago and the soldiers of today?

It is the difference between Russia drunk and Russia sober. It is the difference between a nation benumbed with vodka and one whose head is free from hot and rebellious liquor. It is the difference between a sot and a man.

It was vodka that brought defeat to Russia in Manchuria. It is the lack of vodka that makes for success today. The world has never had such a lesson in temperance since man learned to befuddle his brain with alcohol. All the tracts and sermons on temperance since temperance has been recognized as a virtue are as nothing beside this. The war has taught many lessons, but it has taught none of more profound significance than may be found in the spectacle of a sober Russia meeting the ablest foe to be found in the civilized world and steadily driving him back.

THE REAL MELTING POT

The public school is America's great melting pot—the source of patriotism and good citizenship.

In its march of thousands of years the human race has encircled the globe and this country is its latest promised land, containing every condition of national greatness and human happiness. In the population of America are mingled the representatives of every race and every tribe that exist on earth today. This heterogeneous mass must be fashioned into a homogeneous whole in the public school by the school teacher.

In the public school must be taught the English language. There must be taught the great patriotic chapters of our history—the foundation of the Republic and the heroism of our ancestors. In the school house the souls of the young must be filled with the spirit of the American Constitution and with the glory of American traditions. In the school house must be taught an undivided allegiance that knows no

fatherland but America and admits no loyalty but supreme devotion to the American flag. In the school house must be instilled that fine form of patriotic fervor, based upon national unity and undivided allegiance which glories in the achievements of our past and believes implicitly in the limitless possibilities of our future.

If the school house performs its allotted function the result will be the beginning of an intellectual and spiritual preparedness without which all other forms of preparedness are but manifestations of brute force and vulgar pride.

RELAXATION

This is the time of year to relax and give our over-worked nerves a much needed vacation.

Our great national folly is hurry. As a nation we do everything in a rush and rush is the deadly enemy of real efficiency.

Most of us are so in the habit of working in a hurry that when the time comes to play we play in a hurry.

And the inevitable end of hurry is worry, for hurry leads to blunders and blunders breed a mental poison that destroys the nerves.

Every man should learn how to work and how to stop working. The really efficient man is able to forget his efficiency at regular intervals and rest.

We should rest a little every day so that we may enjoy our work and our vacations when they come. There is such a thing as being too tired to rest.

Overspeeding is the besetting sin of modern times. Men are required to carry an overload and the life of the machine is shortened.

Every day we see men who are too busy to do their work properly, and one of the saddest sights of the present age is that of a good man broken with overwork.

When an able man breaks down with overwork, somebody is to blame, and very likely it is himself.

When a man takes on more work than he can properly perform and gradually drifts into a hurry he is wronging his employer, his family and himself.

TACT

(From the *Vulcan Bulletin*)

CONTRIBUTED BY C. E. PAIGE

TACT is essential to the successful commercial career. Most business men readily endorse that assertion; few train themselves to be masters of the art.

Tact is more than diplomacy; it is a cleaner, straighter, healthier product. Diplomacy may be but another word for fulsome flattery, cunning or double-dealing. Punch's motto for diplomacy is "First make sure you're too late; then go ahead." Diplomacy may find it convenient to treat its oath as a scrap of paper; tact is tinctured with honesty.

Tact is the oil that makes commercial wheels go round; modifies an irate customer; makes a permanent friend of a critic and an ally of an enemy. A tactful answer turneth away wrath.

Tact gilds the bitter pill of reproof or warning when it is necessary, and so administers the dose that no feeling of injustice remains as a rankling "root of bitterness." Tact writes the angry letter, but puts it in the "never-post" locker.

True tact requires keen sympathy; a ready appreciation of the other fellow's point of view; an intuitive reading of human nature; a well-controlled temper; a mouth like a clam. These virtues are not picked off every hedgerow, but are part of the golden fruit which grows in the garden of discipline, watered by experience, and brought to perfection by self-control.

Tact is a good listener; never gives away a confidence, has a smile for the stalest joke; does not yawn during a sermon; never tells an author he hasn't read his book; nor calls his typist "Dear" when his wife is in the room.

Tact never visits a parson on Saturday night, an editor when he is "going to press," nor a business man before lunch; and never buries more than three grandmothers in one baseball season.

The "Self-made Merchant" designates tact as "the knack of keeping quiet at the right time; of being so agreeable to yourself that no one can be disagreeable with you; of making inferiority feel like equality. A tactful man can pull the sting from a bee without getting stung."

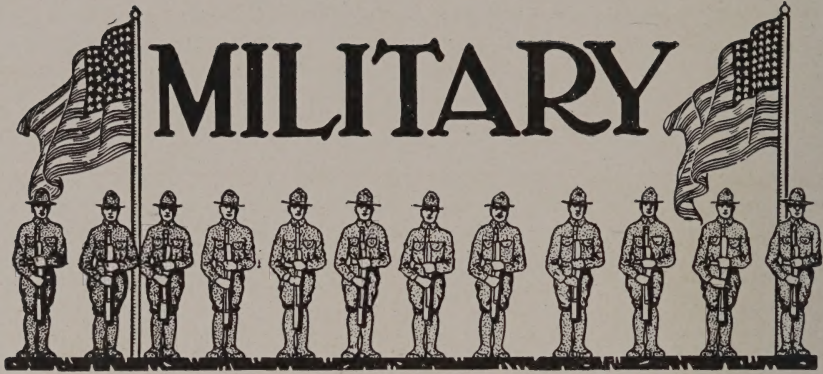
The tactful Irish mate of a laborer, who was killed on the railway was commissioned to break the news to the widow. This is how he did it. Opening the door, he asked, "Is this where Widow Mallony stays?"

"This is where Mrs. Mallony stays," was the reply, "but, thank God, she's not a widow yet."

"Oh, but you're a liar," said Pat, "Just come down and see what I've got in the barrow for ye."

Cultivate tact—it will help you at every turn. If you know a really tactful man, study his style and learn of him. You will find him good company; full of life and interest; generally happy and doing good business. He is not weak; can stick to his point of view while seeing yours; and—this in a whisper—generally gets his own way. That, indeed, is the commercial value of Tact.

W. M. M.



G. A. RUST, *Military Editor*

EDITOR'S NOTE:—We have this month an interesting letter from Mr. Wm. Macaulay, of the Suburban Gas & Electric Company, who is Quartermaster Sergeant of the Supply Company of the Eighth Massachusetts Regiment at El Paso. Other Revere boys are with Mr. Macaulay at the front and in the accompanying photograph, which shows an army wagon, Mr. Thomas Carroll is shown under the arrow at the left and Mr. Benjamin Murray under the right hand arrow.

We also have an article from Archie J. Bradley of the Haverhill Electric Company, relating his experiences at the border.

August 5, 1916.

I am very sorry I could not write to you before, but every time that I would get it started, something would turn up and I would have to leave it. You know, of course, the duties of a quartermaster and also, at times, I have to act as a duty sergeant. I did not want to send you a card, so I am making another attempt at writing a few lines.

This is some country here, all the boys are enjoying the best of health, also myself, at present, but I spent six days at the base hospital at Fort Bliss, with tonsilitis.

I enjoyed the trip across the country very much—the sights were quite interesting to me. Things I never expected to see in real life, such as the large ranches of horses, cattle, sheep and hogs; also the way people travel across the prairies, and the little prairie

dogs popping up here and there out of their holes as the train passed.

We are located about one hundred and fifty yards from the border in El Paso. It is very much like a desert where we are,—no grass or trees, but plenty of sand about six inches deep and every afternoon we have a sand storm. Talk about trying to get through a snow storm home—it is like calm weather. When a sand storm is on, all you can do is beat it for your tent and anxiously wait to see it go up over your head some few feet in the air.

We get a pass for nine hours, every six days and are allowed to go into the city and see the sights. It is an interesting sight to see the way the Mexicans line in their “dobie huts” along the canal, which is used for irrigation of the land, which they plant on.

Nothing doing down here now but occasionally the Mexicans fire a few shots across the border and we have to go out and show them who is boss. The night before I

them whistle through the air and can't see them.

The Mexicans are a very sneaky class of people. The only time they start anything is at night.



REVERE BOYS AND THEIR "FRIENDS"

was taken away to the hospital, we got a call just after taps and we had to go out and clean off the picket line of our horses and rush them over to the other side. The quarrel lasted about an hour. This is a great game when you hear

I guess the only loss of lives, so far, was at Fort Hancock, the other night, which is about fifteen miles from us.

Yours truly,

"Bill Mac."

WHAT A NATIONAL GUARDSMAN HAS TO DO AT CAMP COTTON ON THE MEXICAN BORDER

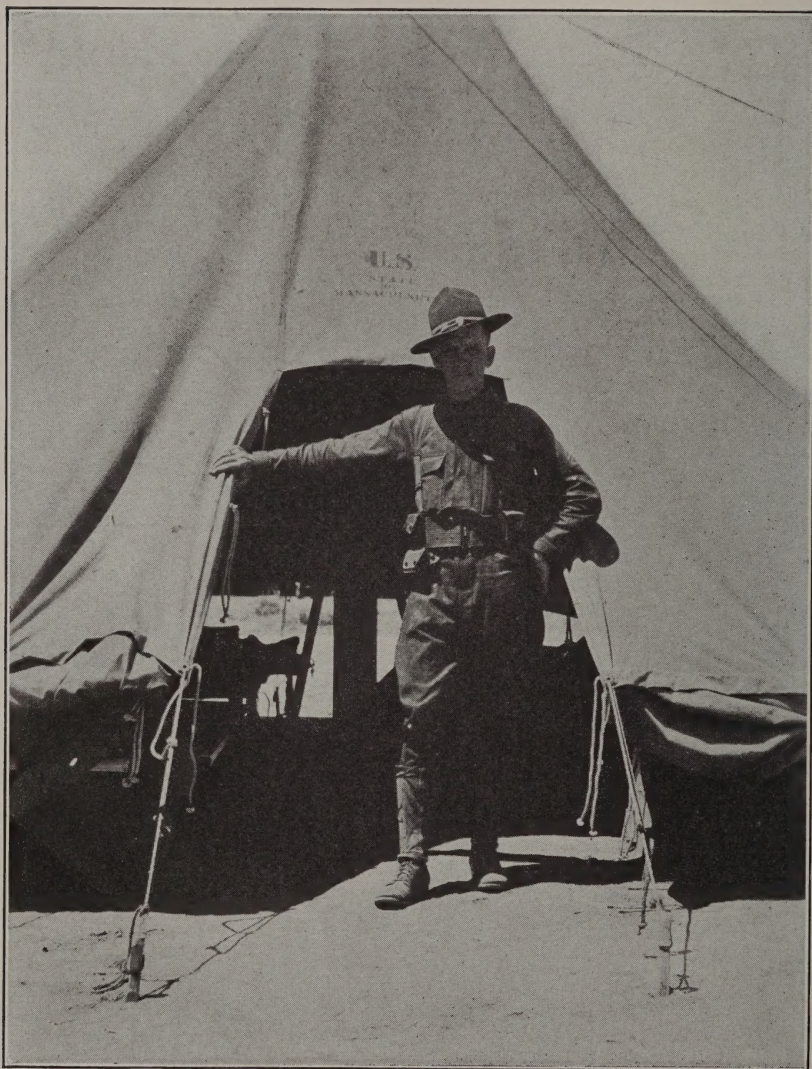
(By ARCHIE J. BRADLEY, Lance Corporal.)

Upon arriving at Camp Cotton we put up our tents, dug sinks, unloaded trains, loaded and unloaded wagons. It took about three hours to get the camp in shape; each man was detailed to do something.

We began our drill the next day—it was for two hours only. After we were here two weeks our drills

were lengthened to four hours a day. We awaken by first call for Reveille at 5.45 A. M. Then Reveille is sounded by all the buglers at 5.55. At 6 o'clock assembly is blown and we are checked up, then dismissed. Mess is 6.15. After breakfast we wash our mess kits, fold our tents, sweep the floor, brush our cots, put all paper

in front of the tent. Sixteen men generally do the policing; they throw the rubbish on to the fire. day's work then. We are given physical exercise, then bayonet exercise; following this we have



W. L. MACAULAY IN PEACEFUL TIMES AT REVERE. NOW QUARTERMASTER-SERGEANT AT THE BORDER

Before we know it, drill call is blown at 7.20 A. M. We are in our ranks at 7.30; we start our a close order drill, which is snappy. If we move when we are at

attention, we get extra detail. Now, I want to explain this. Supposing you were in the ranks and were at attention and a fly lit on your face or neck, if you brushed it off and were caught, you would have some work to do in the afternoon besides the regular duties. This is where we have to endure torture, as I call it. Anyone knows how it feels when there is anything under your nose crawling around. Well, I'll finish our schedule. After an hour or so of drilling and a few rests, we have extended order, which is what we would do if we were fighting the enemy. We go in as skirmishers and simulate loading and firing at the enemy. We are given different ranges as we advance.

We do some rolling in the dirt. We have to lay on anything which happens to be on the ground where we are supposed to lay; these are more hardships which a fellow must go through. There are a lot of burrs here and they stick on a fellow's clothes and prick his hands and arms. We have to take them out of our hands every day we go skirmishing.

At 11.30 we are dismissed in our Company street and make ready for mess at 12 o'clock. After dinner we feel better, after changing our clothes and washing. We then begin cleaning our guns for inspection. At 5.15 anyone with a dirty rifle gets extra detail.

First call for retreat is 5.15 P. M. then assembly at 5.25. At 5.30 retreat is sounded by the buglers and the colors are cased; they are uncased at Reveille.

At 7.00 P. M. is guard mount, when the new guard relieves the old. Our next call is at 9.00; that is tattoo, which notifies all men outside to be heading for camp. At 9.30 is call to quarters; the

sergeant of the Company street goes to the different tents and the men have to answer check call by saying "Here." Those not in are given extra detail. The men talk and enjoy themselves until 10 o'clock, when taps is sounded and all lights must be out and no noise in the regiment.

The officer of the day receives the reports of the different companies and if anyone is out of camp the guard arrests them when they come in.

Now the extra details are spreading cinders, digging sinks, washing pans in the kitchen, doing police work, picking up papers around camp, sprinkling water on the ground, etc. There are a lot of minor jobs to be done and they are given to the men who are down for extra detail. The fellows with a trade are given a detail instead of drill, or made orderlies for some colonel, major, or at headquarters.

A fellow has quite a lot of spare time in which he forgets the hard morning's work while at camp. There are moving pictures, a Y. M. C. A. tent, in which to read and write letters to their sweethearts and relatives, and one can go down town and take in the sights.

We have canteens where we can buy candy, ice cream, tonic and a lot of articles which a soldier needs. There is always someone singing and telling stories. At the Y. M. C. A. building at El Paso, we have the use of the piano on which someone is playing all of our spare time. We are not as lonely as some imagine. We would all like to be home all right, but are going to enjoy ourselves while we are here. We will have something to talk about when we return home.

I hope this will give you an idea of our camp life.

THE SPIRIT OF MILITARY TRAINING

BY MR. PETER PAFFEN.

(Assistant Engineer, Gas Department, of C. H. Tenney & Co.)

SO much has been written and said about national preparedness and the different ways in which to attain it, that I hardly feel confident in my ability to subscribe another chapter to it. I know, however, that not enough can be said in preaching the physical, moral and mental developments and changes which a red-blooded

Who cares for the moving picture patriotism, where people shriek themselves hoarse the moment the colors are put on the screen and at the same time preach the gospel about "peace at any price?" Personally, I put the man who uses the country's flag as a clothespin bag in the same class as the fellow who has not respect



MR. PAFFEN'S SQUAD AT PLATTSBURG. HE IS IN REAR RANK AT RIGHT

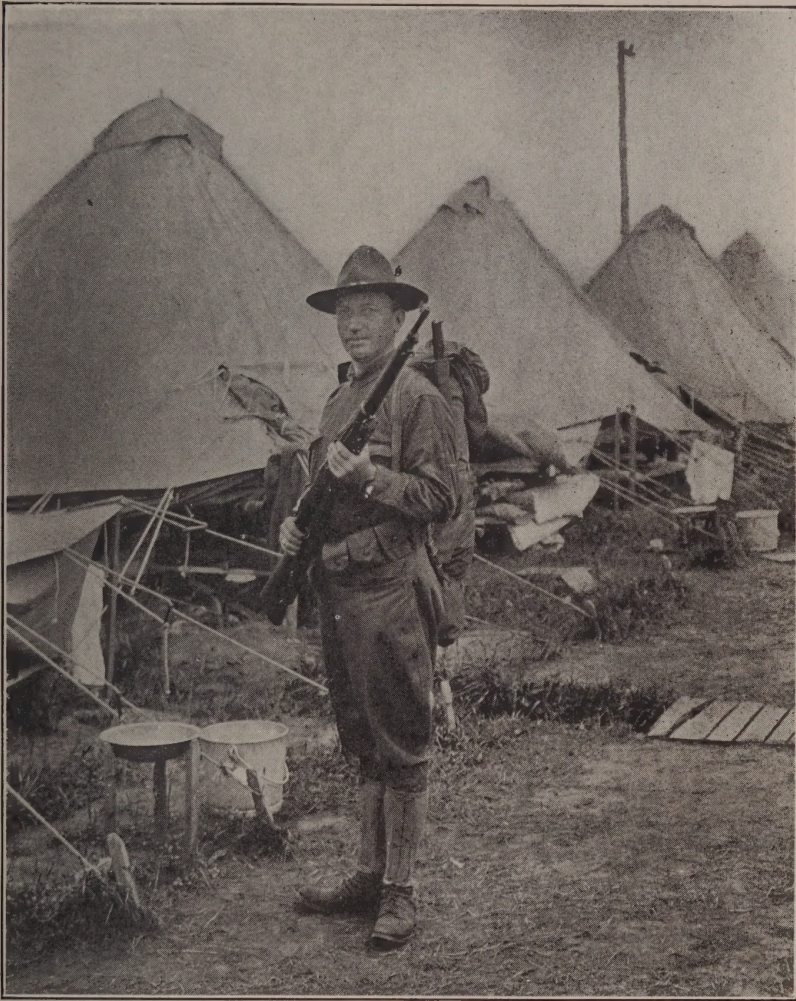
mortal, during the last four weeks *faithful* training every year, is able to secure for himself as well as for the good of our beloved country, thereby developing the true patriotism which not only should be shown by an active interest in the country's welfare, but in the willingness of the individual to make self-sacrifice for the benefit of his country.

enough for his country's flag to take it in at sunset.

All these pacifists who are (in their narrow minds) going to raise an army of a million men over night, in case of need, should be invited for one week to do the work we did at Plattsburg. If they could see the efforts spent by intelligent men, giving their best attention to the task of mastering

the A B C of the soldier game, there is no doubt in my mind, that they would fully realize the folly of their imagination of raising an

defence of an invaded country. It is possible to raise an armed mob, but not a trained army over night. Did these pacifists ever stop to



"WE ARE SAFE. PAFFEN'S ON GUARD TO-NIGHT."

army from sunset to sunrise. All the ammunition, all the equipment, all earthly necessities stored up for a hundred years, without the properly trained men, are useless in the

think what chance an army raised over night and untrained has in comparison with a well-trained army?

We all, down in Plattsburg, tried hard to play the game—and

play it well. We were trained by experienced men, regular army officers, and all of us were convinced in the three weeks before the hike, that we had digested enough military knowledge to stand our own under any circumstances. How little we knew about the whole thing was demonstrated almost every day when we were led to the sham battles. God help the poor untrained soldier in actual warfare. Sure death is what he is led to without exception.

It happened, during the manœuvres on our hike one day, that our whole company was declared annihilated by our own forces, who, deployed on the other side of the river, mistook us for the enemy and opened a murderous fire the moment we came in squad column out of the woods. Any sensible mind might form its own opinion of what the untrained soldier in actual warfare will be up against, fighting a trained army. The youths of our country, men leaving their families, business and everything behind them to fight for their country, all of them nothing but cannon fodder.

What can prevent this wholesale slaughter, should we ever be forced to fight a first class power? Nothing but faithful training. Military training should be made compulsory and every able-bodied man up to a certain age, should go through a four-weeks' service with the colors every year. Rifle clubs should be organized, where, during the year, between camps, rifle practice on a strict military basis would be exercised. This periodical rifle practice alone, I have no doubt, would make anybody who looks at the game in the right spirit, love it, and to look forward eagerly to the next

four weeks of camp life and training.

It surely is one of the best stunts I ever went through in all my life. Nobody can realize, better than myself, the change in my physical condition which took place between July 12 and August 8. I had my mind made up that it would be four weeks of hard work, and now, after the show is over, I am frank to admit that I had my doubts that I would ever get away with it.

After reporting at my company and receiving my equipment, I went through the most uncomfortable and tantalizing fifteen minutes I ever experienced. Here I was, with a dress suit case and a Boston bag, both of them loaded to full capacity, a big blue gunny bag, containing my full equipment, two blankets, poncho, shelter tent half, haversack, belt, canteen, mess kit, mattress and pillow covers, etc., a gun covered with what I thought an inch thick coat of grease, bayonet and scabbard. I honestly doubt that there was a more pitiful sight for miles around. Not ever having handled a service rifle I thought that it was beyond me to get the piece clean and in presentable condition.

It did not take me long, however, to get settled in my tent, and clean my ordinance and was very much surprised when I found I was through with my hardest work long before a good many others, which was by all means a great relief and made me feel a lot better. Pity the poor fellow who comes to Plattsburg with the idea of having a four weeks' vacation and attending a picnic. He most decidedly wakes up before he goes to sleep. The whole game is a combination of perfect team work, punctuality, discipline and obedience.

There never has been any perfect team work without absolute punctuality of every member of the team. Lack of punctuality not only disorganizes team work, but it will, without fail, produce confusion and destroy efficiency, and military efficiency is based upon perfect team work as one of its fundamental principles. The habit of being lax in every day's routine work will lead without fail to a habit of wasting time on things of

greater importance. It will unquestionably lead to the idea that discipline and obedience is an encroachment on individuality and freedom.

Whoever has such ideas should never make the attempt to spend four weeks at a military training camp such as Plattsburg. He will be a rank failure and never will realize the great amount of truth in the old saying "one is not fit to command until he first learns to obey."

CIVILIAN VOLUNTEER NAVAL CRUISE

Messrs. Cyrus Barnes and L. J. Willien enrolled on the Civilian Volunteer Naval Cruise, the itinerary of which follows:

August 15

Volunteers embark.

August 15-20.

Proceeding to and at rendezvous. Ship drills.

August 20-27.

Participate in department's strategic maneuver. Division drills. (Owing to the fact that these ships will be operating with reduced crews, their mobility will be limited and their duty in the strategic maneuver will be confined to operations within their reduced capacity.)

August 27-September 5.

Proceeding to and at Tangier Sound. Hold target practice. Coal ships as need fuel at Hampton Roads.

September 5-12.

Proceeding to, and at, ports of embarkation. Participate in exercises with mobilized motor boats devoted to problems in defense of naval districts.

September 12.

Disembark at home ports.

The ships designated to take part in the Training Cruise will be organized as follows:

RHODE ISLAND, Detachment Flagship

FIRST DIVISION SECOND DIVISION

VIRGINIA, Flagship	LOUISIANA, Flagship
NEW JERSEY	ALABAMA
MAINE	ILLINOIS
KENTUCKY	KEARSARGE

A tug will be assigned as tender.

The general object of the cruise for training volunteers is to afford civilians an opportunity to gain, by close contact with naval life and naval duties, some experience and understanding which will help them to perceive the way they may best fit themselves for service in the time of need.

We expect to receive an interesting account of the cruise when it is over, and also hope that either Mr. Barnes or Mr. Willien will supply photographs of some of the more interesting details of this, the first "Naval Plattsburg."

ACCIDENT PREVENTION



ACCIDENT PREVENTION

(From the *Travelers Standard*.)

(CONTRIBUTED BY PALMER YORKE.)

IF the responsibility for traffic accidents were always placed upon the proper persons, a great part of it would no doubt fall upon pedestrians; and the drivers of vehicles, who are almost universally considered to be careless, reckless, and without regard for the rights of other users of the highways, would often be wholly absolved of blame. A member of the New York traffic squad—a man of long experience in directing the movements of vehicles and pedestrians on the busy thoroughfares of that city—when asked the principal causes of traffic accidents, stated that in his opinion they are two in number. The first is the carelessness of persons who start to cross the streets without looking about to see if the way is clear, and the second is the habit colloquially known as “jay-walking,” or crossing the streets at points other than regular crossings. Statistics published by the committee of safety of the city of New York show that 40 per cent. of the fatal street

accidents, in cases where the cause is given, occur by reason of the victims crossing elsewhere than at the proper places. No one will deny that vehicle drivers are responsible for a considerable proportion of the traffic accidents, but it will doubtless surprise many of our readers to learn that in the opinion of an expert on such matters the persons who receive the injuries are to blame in an even greater measure.

During the year 1913, in New York City, 580 persons were killed by automobiles, trolley cars and wagons. We have no detailed information regarding these fatalities to show who was directly responsible for them; but in view of the statements of the traffic officer to whom we have already referred, it is safe to assume that a large number of them would not have if the pedestrians had exercised a greater amount of care.

During the same year, nearly 15,000 persons were either killed or injured in the streets and public

places of the city of Chicago—4,544 being victims of street-car accidents, 4,298 receiving their injuries through the agency of automobiles, and 5,781 being injured by other kinds of vehicles, by horses, falls, and falling objects, and in other ways.

Although traffic accidents are exceedingly numerous, there are also many which befall pedestrians from other causes. During the years 1913 and 1914, for example, The Travelers Insurance Company paid claims for 4,189 street accidents, only 387 of which were caused by horses or vehicles. In the accompanying table these accidents are classified under fifteen main headings, and it will be seen that those are caused by slipping on ice or wet pavements, and by stumbling on uneven ground and curbing are far more numerous than those due to moving vehicles.

	1914	1913
Struck by automobiles.....	87	114
Struck by teams.....	21	14
Struck by bicycles and motorcycles.....	35	31
Struck by trains and street cars	37	29
Struck by falling objects.....	45	42
Bitten by dogs.....	37	31
Slipped on ice or wet pavements.....	627	584
Foreign objects in eyes.....	113	109
Falls caused by uneven ground and curbing.....	413	612
Stepped on nails, glass, and other sharp objects.....	75	69
Stepped on by horses.....	8	11
Fell over objects on ground....	181	194
Collisions with other pedestrians.....	21	18
Collisions with inanimate objects.....	53	60
Miscellaneous causes.....	285	233
Total.....	2038	2151

Included under the heading of "miscellaneous causes" are all sorts of accidents, many of which are quite unusual. For example, a

traveling salesman was walking behind two men who were carrying some long iron bars. The men stopped suddenly and the salesman ran against one of the bars and injured his eye.

In another case a man who was walking along a country road, at night, fell over a cow which was lying in the road. As he fell the cow got up, striking him in the chest and stepping on his foot.

Another man, while walking in front of his home, was struck by a wheel which came off from a moving automobile two blocks away. Both bones of his right leg were fractured.

Some of the accidents that occur on public streets and highways are seemingly unavoidable, but most of them can be averted by the exercise of suitable care. Absent-mindedness is particularly likely to result in accidents; and we have all seen persons reading newspapers while walking along the streets (and perhaps have been guilty of doing it ourselves), or gazing into store windows or at objects high up on buildings, apparently oblivious of the fact that other persons are obliged to use the sidewalks also, and that hydrants, electric-light poles, and other stationery objects are located inside the curb line. Absent-minded persons should strive to be particularly careful while walking about the streets, and every pedestrian, as well as every vehicle driver, should be constantly on the alert to avoid accidents. "Watch your step" is a good motto to observe at all times.

To be safe when passing through traffic, the pedestrian should never fail to look carefully in both directions *before* stepping from the sidewalk into the street, *and he should*

cross only at the regular crosswalks. When vehicles are approaching he should make sure, before leaving the sidewalk, that there is ample time to cross safely, and after stepping into the street he should proceed directly across without hesitating or turning back, because any action of this kind is likely to confuse the drivers of vehicles and increase the likelihood of accidents.

Never board or leave a street car or a train while it is in motion, and when alighting always face in the direction in which the car or train is headed. Many accidents would be averted if this simple caution were always kept in mind and followed. Before stepping from a street car make sure that all vehicles headed in the same direction as the car are at a safe distance, or have come to a stop. Never cross the street in the rear of a street car, wagon, or automobile without looking about in all directions for approaching vehicles. This is exceedingly important when passing behind street cars on double-tracked streets.

Be particularly careful to keep out of the way of fire engines and other fire-department apparatus. Riders of bicycles should give special attention to this caution. Many bicyclists have been killed or injured while racing with fire-engines or riding along beside them.

The pedestrian must be on guard not only against moving vehicles, but also against collisions with other persons and with inanimate objects, and objects that may cause falls, or may inflict injuries in other ways.

When carrying an open umbrella hold it high enough so that approaching persons may be seen; and when the umbrella is closed don't carry it over your shoulder

nor under your arm in such a way that it may strike some other person in the eye. Watch out for banana skins, snow and ice, slippery manhole covers in sidewalks and streets, loose boards and boards with projecting nails, and unprotected hatchways, coal holes, and sidewalk-elevator openings. When wagons are backed up to the curb, and barrels, boxes, and other objects are being unloaded, cross the street to go by them, instead of taking chances of injury.

Don't step on ropes or straps that are trailing along behind moving wagons or trucks, because they are likely to trip you up. Don't pick up harmless-looking wires—they may be charged with electricity; and don't pull ropes that are hanging from buildings—something may fall. It is dangerous to attempt to make friends with strange dogs, horses, and other animals, because they may not appreciate your advances, and they often bite or kick or cause injuries in other ways.

If your hat blows off, always look about you before dashing into the street after it, because it is better to lose your hat than your life. Be constantly on the watch for objects lying on the sidewalk, which may cause falls. A man recently tripped over a steam radiator that was lying on the sidewalk, and fractured one of his ribs. During the erection of buildings, supplies and materials are likely to be stored in front of them,—often with little regard for the safety of pedestrians. The sidewalks may also become broken in such places or they may be taken up altogether and bricks, pieces of lumber, and other objects are often carelessly thrown down from the upper stories of such buildings, with serious results.



What the Papers Say About Us

NO SMOKE NUISANCE

(From the *Salem News*.)

CONTRIBUTED BY F. C. SARGENT.

HOW much smoke does one see now-a-days coming from the tall chimney of the Electric Lighting company? Practically none. How much is to be seen coming from the chimney of the Bay State road and some of the manufacturies up town? Dense black volumes most of the time. Some people wonder why the difference. It is merely that the first-named,

having some regard to the comforts of life, uses a smoke consumer which is a simple matter, and the Bay State with the same regard for comfort and convenience as for that of its passengers, does nothing of the kind. In Manchester, England, with 1000 chimneys one will see less dirty smoke of a morning or evening than in a half dozen chimneys in factories in Peabody and Salem

NEW TENNEY CORPORATION

From the *Malden News*

THE state gas and electric light commission has received a petition from the Eastern Massachusetts Electric company asking permission to issue 1250 shares of stock at par or \$100 a share.

This is the new Tenney Service company which is planning to erect transmission lines connecting the plants of the Salem Electric, Malden Electric and the Suburban Gas and Electric companies at Revere. It is proposed to develop more

current at the tide water Salem plant and less at the other inland stations and to convey the current across country by transmission lines.

Already the company has been authorized to issue \$125,000 of stock but the engineering and construction work has used that up and considerable more money which has been raised on notes and temporary loans. It is now sought to issue new stock to obtain money with which to pay off these loans.

TENNEYGRAMS



EXECUTIVE OFFICE

P. R. BRENNAN, *Correspondent*

MR. John West, manager of the new business department, received the following letter of appreciation from the Harvard University School of Business Administration, where he acted as judge in passing on the merits of the thesis, submitted in the public utilities course in that school, relating particularly to new business, as mentioned by us in a previous issue of this magazine.

That Mr. West's services were well appreciated there can be no question after scanning the letter:

DEAR MR. WEST:

At the conclusion of the 1915-16 college year, it gives me pleasure to write you in appreciation of your services in acting as judge upon the graduation thesis of Mr. Thomas Courtney O'Hare, on "Electric Rates for Resident Consumers." It was the vote of our Faculty at its last meeting that thanks be rendered to you for your valuable cooperation with us.

I am, yours very truly,

(Signed) EDWIN F. GAY,
Dean.

The "Perils of Leason," as a moving picture film, would well describe the adventures of this young man in all corners of the globe since leaving the purchasing department a little more than a year ago.

As told in last month's number, he had arrived in Algiers, but spent very little time there, returning at once to America and arriving in New York just as the troops were leaving for the border.

Leason immediately enlisted and is at present, as he describes it, busily occupied in repelling attacks of scorpions, rattlesnakes, etc., with the temperature at 130 in the shade.

Mr. H. E. Klein, of the accounting department, spent ten days on special work, during the month of August, at Montpelier, Vermont.

Mr. Harry L. Steeves, of the American Tar Company, tendered his resignation as office manager of that company during August, to accept the position of general manager of Rhode Island Malleable Iron Works, Providence, R. I. We all unite in wishing him the best of success in his new field.

Mr. Leon W. Bradley, formerly chief clerk of the Peoples Gas & Electric Company, Oswego, N. Y., has joined the sales force of the investment department.

Mr. Ernest McLeod, of the accounting department, is at present making rapid progress toward

regaining his health, having left the hospital, and expects to be able shortly to once again resume his duties in the accounting department.

CONCORD ELECTRIC CO.

HAROLD C. CROSSMAN, *Correspondent.*

Edward Rushlow, chief clerk, has returned from a very successful fishing trip, at Suncook pond and Stinson lake. We have used the word "successful" in describing this trip wholly upon Mr. Rushlow's say-so, but cannot support it by statements of any one who saw any fish.

Our stenographer, Miss Josephine Mercer, enjoyed a few day's outing at Alton Bay on Lake Winnepesaukee. Alton Bay also must have enjoyed Miss Mercer's vacation, as this young lady excels in aquatic sports and the art of angling. It is but gallant to applaud the skill shown by the ladies in fishing without ever requesting a peep at the fish.

Appliance manager, Robert W. Brown and Mrs. Brown have returned from a very enjoyable two weeks motor trip through Vermont state.

The correspondent has also enjoyed a two week's vacation spent at York Beach, Maine.

FITCHBURG GAS AND ELECTRIC LIGHT CO.

B. J. RYAN, *Correspondent.*

We are adding to our automobile equipment a 1½ ton White truck, to be used mainly by the

line department. This has not yet been delivered, but we expect to receive it soon. This will bring our automobile equipment up to 10 machines—7 Fords, a Jeffery touring car, a Rambler truck and the new White truck.

We are still working on the recommendations of the Independence Inspection Bureau. The wiring changes recommended for the Wanoosnoc plant, works and the main office have all been completed. We are now installing additional fire protection, mainly for the retort house.

The second local inspection committee has made its report. The committee consisted of F. S. Clifford, *Chairman*, A. K. Amazeen and W. K. Phillips. While they found little, except of a minor nature to criticize, due to the way in which the recommendations of the first committee were carried out, there is still room for improvement.

Three of our men have returned from camp on the Cape with the Sixth Regiment, Corporal C. J. Kilpatrick, Private Leo F. Seeley and Private Cornelius Kelliher.

A new linoleum flooring has been laid in the back office and the teller's cage. The appearance of the office is much improved, as the new covering was badly needed.

Our sales of gas ranges for the eight months ending August 31, already exceed our sales for the entire year of 1915.

HAVERHILL ELECTRIC CO.T. D. BOND, *Correspondent.***"IT'S THE TRUTH."**

Early to bed, early to rise;
 Cut the weeks, and swat the flies,
 Mind your biz and don't tell lies;
 Pay your debts; use enterprise;
 And buy from those who advertise.

Jack Clifford has returned from Castine, Me., where he spent his vacation.

Personally, I had a pleasant vacation at Sebago Lake, Me., fishing. Best day, three of us, 65 fresh water smelts, largest one weighed $1\frac{1}{4}$ lbs, no salmon this time.

Head Meter reader, E. D. S. Palmer has had a week's vacation. Everett recuperated in the hammock in his back yard.

Appliance manager, C. E. Haseltine and Miss Mary E. Anderson, were married in Portland, July 17, 1916. The honeymoon was spent at Brown's Camp, Kezar Lake, Maine. They will be at home to friends, at their new home, 1386 Broadway, September 15.

The plant yard has been decorated by the addition of a large (14x18) U. S. flag. This is strung between the Station and Stock House.

The 3-phase power lines are to be reinforced on account of the increase in the past, and the new 8-story building of the Burgess-Lang Company, which is ready for occupancy.

Foreman Henry Pluff and family spent their vacation in Philadelphia.

Ted Heath, Mike Patterson, Bill Gray and Lester Mace, of the distribution department, have all had their vacations.

The White Way has been extended by the addition of five magnetite lamps around City Hall Park, and three on Essex Street.

Assistant engineer Brown and Bob Thurlow, of the operating department, have spent pleasant vacations.

E. A. Buckmaster, of the Westinghouse Manufacturing Company has been overhauling the turbines.

Manager F. L. Ball has gone to Plattsburg again. Mr. Ball is in Co. B, 9th Regiment.

Ledger clerk, Paul Murphy, enjoyed his vacation touring the White Mountains.

Mildred Bloomfield has returned from her vacation, which was enjoyed at Winthrop and Nantasket.

Miss Mildred LaCroix has accepted the position of telephone operator, made vacant by the resignation of Mrs. Ruth H. Cunningham. Miss LaCroix's position, as mouthpiece of Tenney Service in Haverhill, is an important one, which she handles efficiently. We welcome Miss LaCroix and regret the departure of Mrs. Cunningham.

Superintendent James E. Frank, and family have returned from two weeks' pleasure at Hampton Beach.

The City Council has granted our petition to lay our wires underground on Walnut Street.

We had a crossed primary in the Bradford District the other day. The following, taken from the *Haverhill Gazette*, is rather interesting:

Mr. Gordon was at work on an automobile in Bailey's garage, when he was hurt. He makes use of an electric light on the end of a long extension wire. The short circuited wires outside crossed into light instantly, but not before his hair exploded with a bang. He dropped the light instantly but not before his hair was singed and he was slightly shocked.

Mr. Gordon was not hurt in the least.

Ed. Kennebrew, our janitor, has been very successful catching rats in a trap he rigged up in our basement. Ed. uses a barrel half full of water, a board, balanced on the edge, and a piece of soft soap for bait. Two rats have gone to their happy hunting ground by walking the plank.

Miss Gertrude Prendergast has enjoyed a much deserved rest after the tiresome work of typing the fiscal year report.

MONTPELIER & BARRE LIGHT & POWER CO.

H. E. STOCKWELL, *Correspondent*.

The report of additional power business during the past year is here given; it reflects credit to the new business department of the Company.

1915	REMOVED H. P.	ADDED H. P.	GAINED H. P.
July	150	204 1/2	78 1/2
September	116	368 1/3	252 1/3
October	25	81 1/2	56 1/2
November	147 1/2	314 5/6	166 2/3
December	49 1/2	294 3/4	245 1/4
1916			
January	252 1/2	178	74 1/2*
February	60	253 1/2	193 1/2
March	2 1/2	139	136 1/2
April	63	202	139
May	2	214 1/8	212 1/8
June		271 1/4	271 1/4
* Lost			

Making a total gain of $1984\frac{1}{8}$ H. P. against a gain of $1096\frac{3}{4}$ H. P. for the eighteen months succeeding July 1st, 1915. This would also give an increase of about 817 H. P. for one year against the preceding year and a half.

We are installing a Hughes electric range, 7500 watts, at G. E. Moody's home in Waterbury.

We had the lowest water August 1st, since February and have commenced to draw water from Peacham pond.

Our new business department makes the following power report for July, 1916:

Removed 7 H. P.; Added 202 1/2 H. P.
Gain 195 1/2 H. P.

Miss Florence Downs, stenographer, in our Montpelier office and Chester E. Cleaves, were united in marriage July 20, 1916, at the home of the bride in Worcester, Vermont. The couple left for a wedding trip through Maine and after their return, will make their home at 33 School Street, Montpelier. The employees of the company all join in wishing them health, luck and happiness.

The writer met with an accident July 21, being overturned and dragged in a carriage. The horse became frightened by the steam cars and backed into a ditch. An examination showed a broken rib and torn ligaments.

The monthly meteorological summary gives the precipitation of rain for this section as follows:

July, 1915, 5.22; July, 1916, 4.02.

Making approximately .335% less rainfall than in the month of July, 1915.

PEOPLES GAS & ELECTRIC COMPANY

F. W. BRADLEY, *Correspondent.*

The gas distribution committee of the Empire State Gas & Electric Association, held a meeting on Friday, August 11, at 10 A. M., in our Employee's Club rooms on East First Street. The meeting was to discuss four topics left over from the February meeting as follows:

PRESSURE

Control and equalization in street mains with special reference to good service and present statute requirements.

DRIP AND DRIP PUMPING

System of checking up on adequate pumping. Automobiling drip pumping. Disposition of oil in yard and street.

UNACCOUNTED-FOR GAS

Contributing causes in high and low pressure system. Influence of condensation.

STREET LEAKS AND MAIN INSPECTION

Locating leaks in winter—in summer—testing mains—patrolling. Repair work.

Delegates were present from Rochester, Albany, Syracuse, Utica, Poughkeepsie, Schenectady and Elmira.

Butler's East Side Pharmacy have installed an electric sign containing twenty 5-watt, 11-volt lamps.

Another industry locating in Oswego is a large glove concern. The manufacturers expect to open their plant with a weekly output of 10,000 dozens, and indications are that within a short time the demand will increase the output 100,000 dozens per week. The sewing and cutting of these gloves will be done entirely by electric machines.

After six years of faithful service, Thomas Lavery leaves us to work for a vulcanizing concern at Port Chester, N. Y.

Friends of R. E. Harford, foreman of the line department will be interested to know Elinore Harford has arrived.

In order to save the use of city water, we have installed at the gas works, a water tower forty feet high. This water tower is supplied with water by a driven well one hundred and forty-four feet deep. It holds 5,000 gallons.

SALEM ELECTRIC LIGHTING COMPANY

FRED E. SAWYER, *Correspondent.*

Mr. Smith, our manager, spent his vacation in New Hampshire.

F. E. Sawyer, power engineer, has returned from a vacation at Guilford, Maine, on the farm of C. B. Bearce, with plenty of brook trout and plenty of vegetables.

Mr. C. F. Tobin, lighting engineer, has returned from a vacation among the hills of New Hampshire.

Mr. Morse, appliance manager, has just started for Lake Winnetoesaukee, for two weeks.

Miss Grace A. Hughes, one of our bookkeepers, has gone on a vacation to New Hampshire.

Miss Curtis, one of our billing clerks, has returned from a vacation spent at New Bedford.

Mr. Teel, our office manager, lost a dollar on a wager with one of the girls in the office, one day recently.

MORAL:—Don't bet with a woman, when she knows she has a sure thing to bet on.

The Salem Laundry has received seven of their electric trucks. The other two are expected in a few days.

Mr. Tobin, our lighting engineer, has been very successful in selling washing machines. He has sold three Chinamen one washer each. Two Thors and one Daly. The Thors have a $\frac{1}{4}$ H. P. motor and the Daly has a $\frac{3}{4}$ H. P. motor. These are the first washing machines sold to Chinamen, in Salem. Mr. Tobin has also sold a No. 28 Thor washing machine to the Contagious Hospital. These are all copper washers.

SUBURBAN GAS AND ELECTRIC CO.

H. M. FRANK, *Correspondent.*

Our flower garden at the works is now in full bloom, having a great variety of beautiful plants which are very much admired by everyone who see them.

The boys from this company now on the Mexican border are all in good health, but very much dissatisfied at the long routine which has been laid out for them by the U. S. government. Ben Murray holds the honor of driving four mules attached to the first rolling field kitchen ever used in the Army, feeding 500 men around the border. Tom Carroll is the official mail man, driving a White truck 14 miles to El Paso and return twice a day.

Vincent Macaulay, of our gas main department who came home from the mobilization camp at Framingham by reason of being a minor, returned to the above place on Friday, August 4, preparatory to receiving orders to be sent to the border.

Walter Freeman, foreman of the electric line department, who has been laid up several weeks with blood poisoning, is now on the full road to recovery.

Miss Sadie O'Connor, of our bookkeeping department, spent the greater part of her vacation at Quebec, Canada.

Miss Agnes Carmody, our order clerk, spent her vacation visiting in Maine and New Hampshire, and Miss Alice Barry, stenographer, at Portland, Maine.

BE ON TIME

(From "System")

Contributed by C. F. Chisholm



HE business world is made up of two classes of men; those who are on time and those who have the best of reasons for being late.

The man who meets his engagement at 9:01 misses the Chance that is there at 9:00. The man who misses his train gives the Large Order to the other fellow. The man who leaves the office at 5:59 misses the Great Opportunity that comes at 6:00.

The Big Opportunity always goes to the man who is on time.

Paste it in your hat; write it on your calendar pad; engrave it on your clock; carve it on your desk; emblazon it over your door—

Be On Time!

Charles H. Tenney & Co.

Managers and Engineers

American Tar Co., Boston, Mass.

Barre and Montpelier Traction and Power Co., Montpelier, Vt.

Concord Electric Co., Concord, N. H.

Consolidated Lighting Co., Montpelier, Vt.

Exeter and Hampton Electric Co., Exeter, N. H.

Exeter, Hampton and Amesbury Street Railway, Hampton, N. H.

Fitchburg Gas and Electric Light Co., Fitchburg, Mass.

Haverhill Electric Co., Haverhill, Mass.

Malden Electric Co., Malden, Mass.

Malden and Melrose Gas Light Co., Malden, Mass.

Peoples' Gas and Electric Co. of Oswego, N. Y.

Rockland Electric Co., Closter, N. J.

Rockland Light and Power Co., Nyack, N. Y.

Salem Electric Lighting Co., Salem, Mass.

Springfield Gas Light Co., Springfield, Mass.

Suburban Gas and Electric Co., Revere, Mass.

The Bristol and Plainville Tramway Co., Bristol, Conn.

TENNEY SERVICE ASSOCIATION

Officers, 1916-1917

FRANCIS L. BALL,
President

GEORGE D. BAXTER,
Vice-President

PALMER YORK,
Secretary

CLIFTON R. HAYES, Chairman Com-
mittee on Policy and Management

W. H. BRADLEY, Chairman Gas Appli-
ance Committee

JOHN WEST, Chairman Electric Appliance
Committee

